

Message Text

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PAGE 01 CARACA 08630 311634Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 XMB-02 OPIC-03 /028 W
-----001251 010233Z /64

R 311600Z AUG 77
FM AMEMBASSY CARACAS
TO USDOC WASHDC
INFO SECSTATE WASHDC 9024

LIMITED OFFICIAL USE CARACAS 8630

STATE ALSO PASS EXIMBANK

E.O. 11652: NA
TAGS: BENC, VE
SUBJECT: MAJOR PROJECT: CARACAS METRO

1. DAS MORAN ACCOMPANIED BY CHARGE CALLED ON MINISTER OF THE
PRESIDENCY CARMELO LAURIA AND MADE PRESENTATION IN SUPPORT OF
COMBINED
PROPOSAL BY PULLMAN STANDARD, WESTINGHOUSE ET AL FOR SUBWAY CARS AND
EQUIPMENT. LAURIA LISTENED POLITELY BUT RESPONDED FIRMLY THAT THE
FOUR LOWEST BIDDERS IN THIS PUBLIC INTERNATIONAL LICITATION HAD BEEN
INVITED TO DISCUSS DETAILED TECHNICAL CONSIDERATIONS. ANY VIOLATION
OF THIS OPEN PROCESS WOULD REFLECT ON THE INTEGRITY OF THE GOV, IN
THE MINISTER'S OPINION. ONLY IF THE ENTIRE LICITATION WERE TO BE

DECLARED DESERTED WOULD THERE BE ANY CHANCE OF THE U.S. CONSORTIA
BEING CALLED TO DIRECT NEGOTIATIONS.

2. WHEN ASKED WHETHER IT WOULD BE TO THE GOV'S INTEREST TO SELECT
DISCRETE SEGMENTS, I.E., THE BEST TECHNOLOGICAL OR LOWEST-PRICE
ELEMENTS OF EACH PACKAGE, THE MINISTER RESPONDED THAT THIS WOULD
HAVE BEEN HIS PERSONAL PREFERENCE BUT UNFORTUNATELY THE DECISION
HAD BEEN MADE TO BID THIS EQUIPMENT AS A PACKAGE. WHEN DAS MORAN
MENTIONED THE POSSIBILITY OF SUBSTANTIALLY ENHANCED EXIM TERMS,
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LAURIA DISPLAYED MINIMAL INTEREST.

3. A SUBSEQUENT CALL ON MINISTER OF TRANSPORT AND COMMUNICATIONS
VIVAS ELICITED ESSENTIALLY THE SAME COOL RESPONSE, THAT THE GOV IS
ENGAGED IN A PUBLIC INTERNATIONAL LICITATION AND THAT ANY DEVIATION
NOW FROM ESTABLISHED PROCEDURES WOULD DAMAGE VENEZUELA'S REPUTATION.

4. MESSRS WEBER (WESTINGHOUSE) AND FENSKE (PULLMAN-STANDARD)
LUNCHEd WITH METRO CORPORATION PRESIDENT GONZALEZ LANDER LAST WEEK
AND WERE FIRMLY TOLD THAT HE HAD NO INTENTION OF GOING BEYOND THE
FOUR CONSORTIA INVITED TO DETAILED NEGOTIATIONS (FRANCE, JAPAN,
GERMANY, FRANCO-BELGE) OR OF ENTERTAINING SPLIT BIDS.

5. A FURTHER COMMENTARY BY BOTH LAURIA AND VIVAS WAS THAT US FIRMS
OFTEN ARE NOT PRICE COMPETITIVE, DO NOT INTERACT COMFORTABLY EITHER
WITH THEIR CONSORTIUM PARTNERS OR WITH THE USG, AND ACCORDING TO
LAURIA, REACTED MUCH TOO LATE TO THE MARKET SITUATION.
FRECHETTE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 31-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977CARACA08630
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
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Errors: N/A
Expiration:
Film Number: D770315-1121
Format: TEL
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t1977085/aaaaadnx.tel
Line Count: 73
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 60158b58-c288-dd11-92da-001cc4696bcc
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Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
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Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1565455
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: CARACAS METRO
TAGS: BENC, VE
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/60158b58-c288-dd11-92da-001cc4696bcc
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